

Message Text

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PAGE 01 PARIS 08615 131021Z
ACTION EB-08

INFO OCT-01 EUR-12 ISO-00 CAB-02 CIAE-00 COME-00
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FM AMEMBASSY PARIS
TO SECSTATE WASHDC 8516
INFO AMEMBASSY LONDON
FAA BRUSSELS

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E.O. 11652: N/A
TAGS: EAIR, FR, UK
SUBJECT: CIVAIR: CONCORDE--STATUS OF ORDER BOOK

1. DURING RECENT MEETING OF EMBASSY CIVIL AIR ATTACHE
AND FAA REPRESENTATIVE WITH MICHEL LAGORCE (COMMERCIAL
CIVIL AVIATION, LAGORCE CONFIRMED THAT NO BUYERS HAVE
YET BEEN FOUND, AND NONE APPEARS IN SIGHT, FOR THE FIVE
MORE CONCORDES SCHEDULED FOR PRODUCTION BETWEEN JUNE
1978 AND MARCH 1979. NOT EVEN A LEASE TO AIR FRANCE OR
TO B.A. IS BEING CONSIDERED.

2. LAGORCE SAID THAT THE PEOPLE'S REPUBLIC OF CHINA
CONTINUE TO MAINTAIN ITS OPTION (WHICH HAS NO TERMINAL
DATE) FOR TWO AIRCRAFT, BUT IS UNWILLING TO MAKE ANY
COMMITMENT. HOWEVER, DESPITE PRODDING BY THE
MANUFACTURERS, IT IS ALSO UNWILLING TO TAKE BACK ITS
DEPOSIT AND CANCEL THE OPTION. IRANAIR STILL MAINTAINS
IT IS INTERESTED IN PURCHASING TWO OR THREE AIRCRAFT
FOR USE ON THE TEHRAN-LONDON-NEW YORK RUN, BUT EVEN
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THOUGH CONCORDE CAN NOW OPERATE TO NEW YORK, IRANAIR
HAS BEEN UNWILLING TO TRANSLATE ITS SUPPOSED INTEREST
INTO A PURCHASE.

3. THUS THE GOF (AND HMG) WILL HAVE TO TAKE A DECISION
BY THE END OF 1978 TO CLOSE THE PRODUCTION LINE IF NO
MORE ORDERS MATERIALIZE. LAGORCE CONFIRMED THAT THERE

IS AGITATION ON THE PART OF THE UNIONS AT TOULOUSE TO
HAVE THE GOVERNMENT PRODUCE THE CONCORDES FOR STOCKPILING,
BUT HIS OPINION IS THAT COMMERCIAL CONSIDERATION ALONE
SHOULD GOVERN.

4. COMMENT: SINCE OUR MEETING WITH LAGORCE THERE HAVE
BEEN PRESS REPORTS THAT MIDDLE EAST AIRLINES PLANS TO
PURCHASE TWO CONCORDES FOR BEIRUT-TOULOUSE-NEW YORK
SERVICE. THIS POSSIBILITY, YOWEVER, WOULD NOT APPEAR
VERY LIKELY IN VIEW OF THE EMPHATIC NATURE OF LAGORCES'S
REMARKS ON THE ABSOLUTE LACK OF BUYERS FOR THE NEXT FIVE
AIRCRAFT. INDEED, THE PRESS HAS SUBSEQUENTLY SPECULATED
ON THE UNREALISTIC NATURE OF THE SUGGESTION GIVEN MEA'S
PRESENT FINANCIAL AND TRAFFIC SITUATION.
HARTMAN

NOTE BY OC/T: MESSAGE DELAYED IN TRANSMISSION.

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Message Attributes

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